

INFORMATION LETTER

Not for
Publication

NATIONAL CANNERS ASSOCIATION

For Members
Only

No. 1217

Washington, D. C.

December 31, 1948

Diagnostic Techniques For Soils and Crops

A new book entitled *Diagnostic Techniques for Soils and Crops* has just been published, each section of which has been written by a distinguished scientist outstanding in his particular sphere of work, both as to theory and as to practice. The book is therefore a valuable contribution to what is now known about diagnosing soils and crops, and as the information it contains would be of considerable assistance to canners and their field staff in estimating the fertility status of soils and nutritional requirements of crops, its purchase is recommended.

Many new methods have been devised during recent years to aid farm-

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How to Apply Fertilizers Described in New Bulletin

Current recommendations and pertinent information on the most effective methods of applying fertilizers are contained in a recent bulletin prepared by the National Joint Committee on Fertilizer Application, of which the National Canners Association is a member.

The recommendations are based upon the results of numerous experiments on fertilizer application methods and reports on various phases of the subject, including the location and organization of projects. Deviations from the principal methods may be

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Forms Close on Convention Telephone Directory

Canner and broker room reservation requests for the Canners Convention sent in after January 3 cannot be included in the *Convention Telephone Directory* inasmuch as printing forms are closed as of that date, and the *Directory* is going to press. However, those late arrivals who cannot be listed in the *Directory* may inform the N.C.A. Information Booth of their Convention locations so that inquiries may be handled there.

Canners Convention Offices

Canners are urged to make full use of the N.C.A. Convention Headquarters on the Musicians Balcony on the Ballroom floor of Convention Hall during Convention Week. Members of the Association staff will be stationed there as well as in other N.C.A.

Convention offices to assist canners during the Convention, January 14-20.

All N.C.A. offices will be open from 9 a.m. to 6 p.m. daily, from January 14 through January 19, with the exception of the Association's Information Booth in Convention Hall, which will open at 9:30 a.m., January 14.

In addition to the N.C.A. headquarters and the Information Booth, the Association will maintain a Research Laboratory office in Room 10, a Fishery Products office in Room 10A, and N.C.A. Counsel will be located in the headquarters office on the Musicians Balcony.

To enable canners visiting the Convention to confer with representatives of the various U. S. Government agencies, headquarters will be established in Suite 8 for the Department of Agriculture, Fish and Wildlife Service, Quartermaster Corps, State Department, United States Employment Service, and the Veterans Administration.

A press room for the distribution of press releases and for the convenience of the daily and trade press covering the Convention will be maintained in Room 9, Ballroom floor, Convention Hall.

N.C.A. Exhibit To Include Models of Washington Building

Two scale models of the proposed new Association office and laboratory building in Washington will be exhibited as part of the N.C.A. buildings display at the 1949 Canners Convention.

Now being completed are a three-dimensional model of the building itself, in one-eighth inch scale, and a model of the laboratory floor showing the location of equipment and furniture, in one-quarter inch scale.

Convention Details Completed

Program details for the 1949 Canners Convention were completed this week. The program of the Fishery Products Conference, previously announced for 2 p.m. January 17, is reproduced on page 419.

SCHEDULE OF PRINCIPAL EVENTS FOR 1949 CANNERS CONVENTION

(Subject to Revision)

Friday, January 14

11 a.m.—Meeting of N.C.A. Buildings Committee, Club Room, Hotel Traymore
 2 p.m.—Joint Program of National Canners Association and National-American Wholesale Grocers Association, Renaissance Room, Ambassador Hotel
 6:30 p.m.—Dinner Meeting of N.C.A. Public Relations Committee, Mandarin Room, Hotel Traymore
 7 p.m.—Dinner Meeting of N.C.A. Statistics Committee, Pine Room, Hotel Traymore
 7 p.m.—Dinner Meeting of N.C.A. Home Economics Committee, Chippendale Room, Hotel Traymore
 7-10 p.m.—Preview of Machinery and Supplies Exhibit, Convention Hall

Saturday, January 15

9:30 a.m.—Meeting of N.C.A. Raw Products Committee, Chippendale Room, Hotel Traymore
 9:30 a.m.-6 p.m.—Machinery and Supplies Exhibit, Convention Hall
 10 a.m.—Meeting of N.C.A. Legislative Committee, Club Room, Hotel Traymore
 10 a.m.—Meeting of N.C.A. Labeling Committee, Mandarin Room, Hotel Traymore
 12:30 p.m.—Luncheon Meeting of N.C.A. Convention Committee, Pine Room, Hotel Traymore
 2 p.m.—Meeting of N.C.A. Administrative Council, Stratosphere Room, Hotel Traymore
 4 p.m.—Meeting of N.C.A. Fishery Products Committee, Chippendale Room, Hotel Traymore
 7 p.m.—Annual Dinner Dance under auspices of Canning Machinery & Supplies Association, Cambridge Hall, Claridge Hotel

Sunday, January 16

10 a.m.—Meeting of N.C.A. Board of Directors, Rose Room, Hotel Traymore
 1-6 p.m.—Machinery and Supplies Exhibit, Convention Hall
 2:30 p.m.—Meeting of N.C.A. Eastern Technical Committee on Baby Foods, Room 10, Convention Hall
 2:30 p.m.—Meeting of Corn Canners Service Bureau, Roof Solarium, Jefferson Hotel
 3 p.m.—Cutting of foreign canned fishery products under direction of N.C.A. Fishery Products Division, Room 20, Convention Hall
 4 p.m.—Meeting of Canning Industry Research, Inc., Pine Room, Hotel Traymore

6:30 p.m.—Dinner for State Secretaries, Mandarin Room, Hotel Traymore
 7 p.m.—Old Guard Dinner, Cambridge Hall, Claridge Hotel

Monday, January 17

9 a.m.—Meeting of N.C.A. Nominating Committee, Room 1, Convention Hall
 9:30 a.m.—Annual Meeting, CM&SA, Room B, Convention Hall
 10 a.m.—Opening General Session, N.C.A., Ballroom, Convention Hall
 12-6 p.m.—Machinery and Supplies Exhibit, Convention Hall
 2 p.m.—Joint Conference of N.C.A. Raw Products Bureau and Laboratories, Room B, Convention Hall
 2 p.m.—N.C.A. Fishery Products Conference, Room 20, Convention Hall
 4 p.m.—Meeting of N.C.A. Resolutions Committee, Office of the Counsel, Musicians Balcony, Convention Hall
 7 p.m.—Young Guard Banquet, American Room, Hotel Traymore
 8 p.m.—Raw Products Smoker, Rose Room, Hotel Traymore

Tuesday, January 18

9:30 a.m.-6 p.m.—Machinery and Supplies Exhibit, Convention Hall
 10 a.m.—Second General Session, N.C.A.—"Symposium on Canned Foods Merchandising," Ballroom, Convention Hall
 2 p.m.—N.C.A. Raw Products Conference, Room 21, Convention Hall
 2 p.m.—N.C.A. Canning Problems Conference, Room 20, Convention Hall
 8:45 p.m.—Fred Waring's Band, Entertainment (auspices CM&SA), Warner Theater, 2015 Boardwalk

Wednesday, January 19

9:30 a.m.-6 p.m.—Machinery and Supplies Exhibit, Convention Hall
 10 a.m.—Closing General Session, N.C.A., Room 21, Convention Hall
 10 a.m.—N.C.A. Canning Problems Conference, Room 20, Convention Hall
 10 a.m.—Meeting of the A. I. F. National Liaison Committee on Organic Pesticides, Pine Room, Hotel Traymore

Sugar Requirements for 1949

(Concluded from page 417)

In the press statement announcing the 7,250,000-ton determination, the Department of Agriculture made the following comment with reference to sugar prices:

"Current prices are somewhat below the relative levels indicated in the Sugar Act as a consideration in de-

termining sugar requirements. In fact, they are below \$8.40 per hundred pounds, which was the price prevailing when price control was discontinued. In view of the reduction in stocks, however, it is expected that the demand for quota sugar will improve substantially and that the announced determination will achieve the objective set forth in the Sugar Act of providing a supply of sugar for the year at prices

which will 'not be excessive to consumers and which will fairly and equitably maintain and protect the welfare of the domestic sugar industry'."

Stocks of sugar held by refiners may be considered as normal under present conditions, USDA said. Other sugar inventories also are believed to be at normal levels. Therefore, no allowance was made for either a surplus or deficiency in inventories.

SYMPOSIUM SPEAKERS

FOOD BROKER AND RETAIL GROCER REPRESENTATIVES WILL BRING KNOWLEDGE OF RETAILING TO SYMPOSIUM

John P. Houck To Speak for NFBA,
W. T. Dahl Represents
Retail Grocers

The symposium on canned foods merchandising that is to be a feature of the Second General Session of the 1949 Canners Convention will bring forth expressions on that subject from two men with recognized skill in the retailing and promotion of canned foods.

A broker, John P. Houck, is a representative of some of the largest and most important food accounts in one of the Nation's greatest food markets—New York City. W. T. Dahl is operating partner of five groceries in the Des Moines area. Both were selected by food industry trade associations of which they are members to speak on canned foods merchandising because of their exceptional competence to speak on this important subject.

Mr. Houck was chosen to represent the National Food Brokers Association, and Mr. Dahl to represent the National Association of Retail Grocers. Each of the various distributing interests was invited to designate the best-informed and most competent member to speak for about ten minutes and to present a practical picture of canned foods merchandising. Other speakers booked for the symposium are:

Harold Patterson, vice president, Lyndonville Canning Co., Lyndonville, N. Y., moderator;

John L. Baxter, H. C. Baxter & Bro., Brunswick, Me., for the National Canners Association;

Hugh J. Davern, vice president in charge of merchandising, Grand Union Company, New York City, for the Super Market Institute;

Arthur Ehrenfeld, Francis H. Leggett & Co., New York City, for the National-American Wholesale Grocers Association;

Forrest L. Fraser, assistant director of grocery merchandising, The Kroger Company, Cincinnati, for the National Association of Food Chains;

Charles S. Ragland, president, C. B. Ragland Co., Nashville, Tenn., for the United States Wholesale Grocers Association; and

Paul S. Willis for the Grocery Manufacturers of America, Inc.



W. T. DAHL

JOHN P. HOUCK

Fishery Products Conference

Monday, January 17

2 p.m. Fishery Products Conference

Room 20, Convention Hall

Presiding: Julian McPhillips, Chairman, Fishery Products Committee, N.C.A.

Motion Picture: "It's the Maine Sardine" (courtesy of Maine Sardine Canners Association, Maine Sea and Shore Fisheries Commission, and U. S. Fish and Wildlife Service)

Address: "What Fishery Researchers Are Looking For"—Dr. L. A. Walford, Chief, Branch of Fishery Biology, Fish and Wildlife Service

Address: "International Fisheries Problems"—Dr. W. M. Chapman, Special Assistant to the Under Secretary, Department of State

Philadelphia-Atlantic City Train Schedules

For the information of those attending the Canners Convention in Atlantic City, January 14-20, a schedule of train service between Philadelphia and Atlantic City is given below. (* indicates chair car; a—does not run Sunday; b—does not run Saturday or Sunday)

PHILADELPHIA TO ATLANTIC CITY

Daily Except as Indicated

LEAVE Philadelphia		ARRIVE Atlantic City	
Broad St.	30th St.	No. Phila.	
* 8:45 a.m.	8:50 a.m.	9:00 a.m.	10:25 a.m.
* 10:30 a.m.	10:36 a.m.	10:47 a.m.	12:00 noon
* 1:30 p.m.	1:36 p.m.	1:47 p.m.	3:07 p.m.
* 4:40 p.m.	4:44 p.m.	4:54 p.m.	6:10 p.m.
5:25 p.m.	5:29 p.m.	5:38 p.m.	6:55 p.m.
* 8:35 p.m.	8:40 p.m.	8:51 p.m.	10:13 p.m.
11:59 p.m.	12:03 a.m.	12:14 a.m.	1:35 a.m.
Saturday and Sunday Only			
12:30 p.m.	12:34 p.m.	12:44 p.m.	2:00 p.m.

ATLANTIC CITY TO PHILADELPHIA

Daily Except as Indicated

LEAVE Atlantic City		ARRIVE Philadelphia	
	No. Phila.	30th St.	Broad St.
* 7:30 a.m.	8:46 a.m.	8:55 a.m.	9:00 a.m.
8:35 a.m.	9:54 a.m.	10:04 a.m.	10:08 a.m.
10:30 a.m.	11:50 a.m.	11:59 a.m.	12:03 p.m.
* 1:25 p.m.	2:39 p.m.	2:51 p.m.	2:55 p.m.
* 4:15 p.m.	5:38 p.m.	5:50 p.m.	5:55 p.m.
6:35 p.m.	7:49 p.m.	7:59 p.m.	8:05 p.m.
* 10:00 p.m.	11:18 p.m.	11:28 p.m.	11:35 p.m.
Sunday Only			
9:30 a.m.	10:47 a.m.	10:56 a.m.	11:00 a.m.
8:35 p.m.	9:46 p.m.	9:56 p.m.	10:00 p.m.

PUBLICITY

Canned Foods Recipes Featured In Woman's Home Companion

The January issue of the *Woman's Home Companion*, circulation 3,708,286, places emphasis on canned foods in two different articles.

In an article entitled "Who Can't Cook?", by Carolyn Gaines, the heading continues "What? Not with these recipes for four good meals in one hand and your trusty can opener in the other?" The article gives four appetizing menus. The recipes for them are given in clear easy-to-follow style. Twelve different canned foods are used in good-sounding recipes that should have a special appeal for both the young bride and the busy home-maker.

Canned foods star again in the popular monthly Food Calendar for January in the same magazine. Under the heading "Neill B. Nichols makes a nation-wide roundup of easy-to-fix dishes with a fancy air," generous use of canned foods is made. Of the 28 easy-to-fix dishes, 16 are made from canned foods. The recipes illustrate the ease with which good-tasting dishes can be made from canned foods.

Canned Foods Price Publicity

Through the cooperation of A. W. Vogt, agent of the A&P food chain, price publicity prepared and issued by the Association has been distributed throughout the A&P organization.

Mr. Vogt requested the N.C.A. to supply copies of the November 24 release and matrix on the Bureau of Labor Statistics cost-of-living index to a list of A&P divisional offices, sales managers, merchandise managers, and buyers, in the following cities:

Altoona, Pa., Atlanta, Baltimore, Birmingham, Boston, Buffalo, Chicago, Charlotte, N. C., Cleveland, Columbus, Dallas, Detroit, Grand Rapids, Mich., Indianapolis, Jacksonville, Fla., Kansas City, Mo., Louisville, Ky., Los Angeles, Milwaukee, New Orleans, New York, Philadelphia, Pittsburgh, Richmond, Va., Scranton, Pa., Seattle, St. Louis, Toledo, and Youngstown, Ohio.

Mr. Vogt also expressed a desire to receive future N.C.A. price publicity, with a view toward again sending it out to the A&P organization.

Earl Godwin, broadcasting over the ABC network following the release of

the latest BLS index on December 23, pointed out that "retail prices of canned foods have not gone skyrocketing with many of the other foods." This was the third time in the past few months Mr. Godwin is known to have cited the price position of canned foods.

F. M. Moss, manager of the Idaho Canning Co., Payette, Idaho, has written that the low price position of canned foods is being plugged by his firm five times a week over the radio, to an audience of approximately 100,000. The N.C.A. material was turned over to the continuity writer and worked in with a statement of the sponsor's products together with a general statement for all canned foods.

Nutrition Publicity

Information about publicity resulting from the Association's nutrition exhibit and press conference on nutrition this week includes evidence of more coverage both in newspapers and on the radio.

Tiny Ruffner's "Ladies Man" broadcast over WOR, New York, has cited the nutritious qualities of canned foods on two occasions. Mr. Ruffner declared, on a December 16 broadcast:

"On the average, taking an over-all picture of fruits and vegetables, you always find better value in canned foods. And here's another important point: You'll always find in those canned foods, on the average, more nourishment and more of the vitamins and minerals that are supposed to be in the vegetable in question because the canned foods are always packed at the height of the season of the vegetable or fruit under consideration."

On an earlier broadcast, Mr. Ruffner said:

"There's more vitamin C in the canned juice (than in the fresh orange juice) and here's the reason: There's no waste at all. Science has proved that the canning method preserves the vitamin content in fruits and fruit juices and preserves all the vitamins in vegetables, too."

Gilberta Walton, in a program entitled "Report to Women" over WMBI, Chicago, noted:

"You may be pouring down the drain some of the dollars your food budget could use. The National Canners Association says it has found many people waste untold amounts of food value by throwing away the excess liquid from canned foods."

As of December 29, the total number of newspapers that have carried the nutrition story is 224. Listed below are the papers and circulation

figures received by the Association this week, with the totals previously reported:

Albany (N. Y.) Knickerbocker News (Dec. 18)	51,525
Amarillo (Tex.) News (Nov. 12)	25,616
Atlanta Journal (Dec. 5) second mention	282,239
Beaver Dam (Wis.) Argus (Dec. 9)	1,000
Bridgewater (S. D.) Tribune (Dec. 2)	316
Brooklyn (N. Y.) Coney Island Times and West End Journal (Dec. 11)	43,575
Centerville (Md.) Record Observer (Dec. 9)	3,575
Charlotte Observer (Dec. 4) second mention	126,059
Cheyenne (Wyo.) Eagle (Nov. 24)	10,073
Denver Post (Nov. 25) second mention	195,530
Denver Post (Dec. 7) third mention	195,530
Ephrata (Pa.) Ensign (Dec. 9)	3,850
Elco (Detroit) Advertiser (Dec. 16)	11,900
Eureka (Kans.) Herald (Dec. 21)	2,245
Fiat River (Mo.) Journal (Nov. 30)	8,500
Florence (Kans.) Bulletin (Dec. 9)	954
Garberville (Calif.) Redwood Record (Dec. 2)	520
Garden City (S. D.) Tribune (Dec. 9)	285
Georgetown (Ill.) News (Dec. 10)	(a)
Glassport (Pa.) Times (Dec. 10)	1,275
Hampton (S. C.) Guardian (Dec. 1)	690
Hartville (Ohio) News (Dec. 10)	1,500
Henry (S. D.) Independent (Dec. 9)	325
Hawawatha (Kans.) World (Nov. 24)	5,189
Homer (Mich.) Index (Dec. 9)	1,160
Huntington (Ind.) News (Dec. 15)	2,712
LaFarge (Wis.) Enterprise (Dec. 9)	1,250
Lovington (N. M.) Leader (Dec. 8)	1,830
Marshallfield (Wis.) Journal (Dec. 9)	second mention (a)
Middleville (Mich.) Sun (Dec. 9)	935
Millstadt (Ill.) Enterprise (Dec. 9)	1,245
Monessen (Pa.) Independent (Dec. 17)	4,670
Mount Morris (N. Y.) Enterprise (Dec. 8)	3,850
N. Chicago Tribune (Dec. 7)	2,900
Oconto Falls (Wis.) Herald (Dec. 9)	950
Passaic (N. J.) Herald-News (Dec. 18)	47,118
Pittsburgh East Liberty Tribune (Dec. 17)	10,000
Quincy (Mich.) Herald (Dec. 9)	750
Sonoma (Calif.) Index Tribune (Dec. 10)	1,850
Sweetwater (Tenn.) News (Dec. 9)	1,900
Sweet Springs (Mo.) Herald (Dec. 8)	811
Tompkinsville (Ky.) News (Dec. 16)	1,600
Washington (Kans.) Register (Dec. 10)	(a)
Worcester (Mass.) Telegram (Dec. 1) second mention	48,807
Circulation already reported	1,097,203
Total known circulation	18,500,641
(a) Circulation unknown.	19,897,744

Sexton Uses N.C.A. Recipe

Again this year John Sexton and Company, food distributors for quantity purchasing, sent season's greetings to dietitians, chefs, and other quantity food service people throughout the United States by presenting each a Desk Diary.

The 1949 Diary is a sizable book designed to be of practical daily use to food managers. Its 495 pages are divided into summary record-keeping sections in addition to the daily record pages.

There is a special section of recipes. Katherine R. Smith, of the Associa-

tion's Home Economics Division, was one of the 200 guest contributors to this section. The foreword by Anna E. Boiler, coordinator of the book and dietitian for the John Sexton Company, states:

"Serving multiple meals is a highly specialized art. A very practical service is rendered by the many chefs, dietitians and other experts who have contributed to this volume from their prize recipes."

STATISTICS

Canners' Fruit and Vegetable Stocks and Shipments

Canners' stocks and shipments of canned corn, peas, sweet cherries, peaches and pears have been compiled by the Association's Division of Statistics. The 1948 pack of canned pears is reported for the first time.

The California and Washington-Oregon pack and stocks of sweet cherries, peaches and pears were compiled by the Canners League of California and the Northwest Canners Association, respectively.

Canned Sweet Cherries

December 1, 1948, canner stocks of canned sweet cherries amounted to 285,074 actual cases, compared with stocks at the same time a year ago of 121,000 cases. Although the pack this year was nearly 327,000 cases more than in 1947, the December, 1948, canner stocks were only about 164,000 cases more than at the same time last year.

Sweet Cherry Supply, Stocks and Shipments

	1948-49 (Actual Cases)
Carryover, June 1...	24,549
Pack...	969,932
Total supply...	994,481
December 1 stocks...	285,074
November shipments...	10,362
Shipments June 1 to Dec. 1...	709,407

Canned Pears

The 1948 pack of canned pears amounted to 4,141,729 actual cases, which was about 1.8 million actual cases less than the 1947 pack.

In spite of the smaller pack and a carryover of only 801,411 cases, December 1, 1948, canner stocks were nearly 17 percent greater than the 2,707,000 cases reported for December 1, 1947.

The pack report is a summary of all canners known to have packed pears in 1948. The stock report is

based on reports from canners who packed more than 99 percent of the 1948 pack, together with estimates for those not reporting.

Pack and Stocks Canned Pears

	1948-49 (Actual Cases)
Carryover, June 1...	801,411
Pack...	4,141,729
Total supply...	4,943,140
December 1 stocks...	3,162,939
Shipments, June 1 to Dec. 1...	1,780,201

Canned Peaches

December 1, 1948, canner stocks of canned peaches were 10,940,482 actual cases as compared with 7,044,000 cases at the same time a year ago. November shipments were 6 percent greater than in 1947.

Supply, Stocks and Shipments Canned Peaches

	1948-49 (Actual Cases)
Carryover, June 1...	1,927,817
Pack...	18,189,115
Total supply...	20,116,932
December 1 stocks...	10,940,482
November shipments...	932,557
Shipments, June 1 to Dec. 1...	9,176,450

Canned Sweet Corn

Canned sweet corn stocks in canners' hands December 1, 1948, amounted to 19,563,565 actual cases, or about 83 percent more than at the same time a year ago.

Supply, Stocks and Shipments Sweet Corn

	1947-48 (Actual Cases)	1948-49 (Actual Cases)
Total stocks, Dec. 1...	10,665,585	19,563,565
Shipments during Nov.	3,632,521	2,999,390
Shipments, Aug. 1 to Dec. 1...	17,178,315	15,040,944

Canned Peas

Canner stocks of canned peas, December 1, 1948, amounted to 16,850,883 actual cases, approximately 12 percent less than the stocks canners reported at the same time a year ago.

Canner Stocks and Shipments of Canned Peas

	1947-48 (Actual Cases)	1948-49 (Actual Cases)
Carryover, June 1...	4,572,441	7,809,928
Pack...	33,995,779	24,446,054
Total supply...	38,568,220	32,255,982
December 1 stocks...	19,215,453	16,850,883
November shipments...	1,630,236	1,659,179
Shipments June 1 to Dec. 1...	19,352,767	15,405,099

Freight Carloadings

The Shippers Advisory Boards of the Association of American Railroads expect an increase of 5 percent in carloadings of food products in cans and packages during the first quarter of 1949 as compared with the same period a year ago. The over-all increase in freight carloadings is expected to be 2.1 percent.

Canned Baby Food Statistics

Details of the canned baby food supply, stock and shipment situation, as reported by the Association's Division of Statistics, are presented in the following table:

	1947 (Thousands of dozens)	1948 (Thousands of dozens)
Canner Stocks, January 1...	61,613	49,687
Pack, Jan. through Nov. ...	80,597	113,489
Supply...	142,210	163,176
Canner Stocks, Dec. 1...	47,250	48,396
Canner Shipments, Nov. ...	9,152	8,018
Canner Shipments, Jan. 1 through Nov. ...	94,951	114,780

Invitations to Bid

Quartermaster Purchasing Offices—111 East 16th Street, New York 3, N. Y.; 1819 West Pershing Road, Chicago 9, Ill.; Oakland Army Base, Oakland 14, Calif. (Western Branch).

Veterans Administration—Procurement Division, Veterans Administration Building, Washington 25, D. C.

The Walsh-Healey Public Contracts Act will apply to all operations performed after the date of notice of award if the total value of a contract is \$10,000 or over.

The Army has invited sealed bids to furnish the following:

CANNED SOUPS—Quantities of ready-to-serve chicken noodle, cream of mushroom, tomato, cream of pea, and vegetable beef soups. Bids due at Chicago under serial No. QM-11-183-49-735 by Jan. 6.

CANNED GRAPEFRUIT—461,996 dozen No. 2 cans. Bids due at Chicago under serial No. QM-11-183-49-726 by Jan. 12.

Army Contract Awards

Canned Tomatoes—Awards under Bid No. QM-11-183-49-628 were made by Chicago on 19,300 dozen No. 10, 24,000 dozen No. 2½, and 11,584 dozen No. 2 cans.

Grapefruit Juice—Awards under Bid No. QM-11-183-49-633 were made by Chicago on 24,100 dozen No. 2 cans.

Grapefruit Juice—Awards under Bid No. QM-11-183-49-594 were made by Chicago on 465,928 dozen No. 2 cans.

Grapefruit Juice—Awards under Bid No. QM-11-183-49-632 were made by Chicago on 11,810 dozen 46-oz. and 15,334 dozen No. 2 cans.

Grapefruit Juice—Awards under Bid No. QM-11-183-49-645 were made by Chicago on 14,666 dozen No. 2 cans.

Grapefruit Juice—Awards under Bid No. QM-11-183-49-647 were made by Chicago on 42,200 dozen 46-oz. and 27,000 dozen No. 2 cans.

USDA Buys More Citrus Juice

The U. S. Department of Agriculture has announced the purchase of an additional 78,876 cases of 12/46-ounce cans of concentrated orange juice for distribution through the National School Lunch Program. Purchase was made from four Florida processors at \$11 per case, bringing to 172,776 cases the total purchased for this purpose.

PERSONNEL

Association Officers

Michigan Canners Association

Officers of the Michigan Canners Association reelected at the Association's annual meeting recently are:

President—A. J. Rogers, Cherry Growers, Inc., Traverse City; vice president—Harvey W. Norris, Crystal Canning Co., Frankfort; and secretary-treasurer—Reed Roberts, Grand Rapids.

C. M. Carriere Promoted

C. M. Carriere, vice president of Southern Shell Fish Co., Inc., Harvey, La., and a member of the N.C.A. Legislative Committee, has been elected treasurer and assistant secretary of the parent company, Wesson Oil & Snowdrift Co., with offices in New Orleans.

Method of Applying Fertilizers

(Concluded from page 417)

recommended in some localized areas because of unusual conditions, the bulletin states.

One section discusses the principles involved in fertilizer use and contains specific recommendations for a number of vegetable crops, including snap and lima beans, spinach, sweet corn, tomatoes, and peas.

It is believed that the information contained in this bulletin, entitled *Method of Applying Fertilizer*, will be of considerable interest to all fieldmen. The Association's Raw Products Bureau has a supply of copies available, and will fill requests directed to the Bureau.

Diagnostic Techniques

(Concluded from page 417)

ers in fertilizing their crops more effectively. This book brings together in one volume a comprehensive discussion of both the underlying theory and the practical application of these various techniques. One section, for instance, written by Dr. J. B. Hester of the Campbell Soup Co., discusses the operation of an industrial service laboratory for analyzing soil and plant samples. Another section, written by Professor Roger H. Bray of the Illinois Agricultural Experiment Station, discusses the correlation of soil tests with crop response to added fertilizer and with fertilizer requirement.

The price of the book is \$2.00. Orders may be sent to the American Potash Institute, 1155 16th St., N. W., Washington, D. C.

Fisheries Wage-Hour Case

(Concluded from page 417)

ployees were exempt from the minimum wage and maximum hour provisions under Section 13(a) (5) of the Fair Labor Standards Act.

The U. S. District Court for the District of Delaware held on January 30, 1948, that these employees were exempt and denied the injunction. (See INFORMATION LETTER for February 7, 1948, page 111). The Administrator took an appeal from this decision to the Court of Appeals.

Because of the importance to the entire fishing industry of the issues involved in this case, Alaska Salmon Industry, Inc., California Fish Canners Association, Inc., Monterey Fish Processors Association, National Shrimp Canners Association and Maine Sardine Packers Association, Inc., appeared as *amicus curiae* (friends of the court). A brief was filed on behalf of these five trade associations, and their counsel was granted time to argue in the Court of Appeals.

Counsel for the Administrator urged in the argument that the fisheries exemption included only those employees who are engaged directly in the activities listed in Section 13(a) (5)—"catching," "taking," "canning," "processing" etc.—and it was alleged

that since the cook, the watchman, the office employee and the maintenance men did not handle the fish directly, they were not exempt. Counsel for the fish processor and counsel for *amicus curiae* asked the Court to adopt the plain meaning of the words in Section 13(a) (5). The fishery exemption includes all those employees that a fish processor has to hire at his dock and plant to can, process, store, market and distribute the fish and fish products, according to the argument of counsel for *amicus curiae*.

It is expected that the Court of Appeals will not hand down its decision in this case until early in the new year.

J. S. Morgan Passes

Joseph S. Morgan, 90, founder of the Morgan Packing Co., Austin, Ind., died at his home in Austin, December 21, following an illness of two weeks.

Mr. Morgan founded the Morgan Packing Co. some 50 years ago. He was joined in this enterprise by his son, Ivan C. Morgan. Also active in the firm now are Ivan H. (Jack) Morgan and a son-in-law, T. N. Lyons.

Clay P. Whiteford Dies

Clay P. Whiteford, one of the original founders of the Whiteford Packing Co., Whiteford, Md., died December 28 as the result of a heart condition. Funeral services were to be held today from his residence.

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